



Opportunity day

Q3/2015 Results Presentation

3rd December 2015

At Stock Exchange of Thailand

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- **Company Profile**
- **Industry Overview**
- **Financial Review**
- **Outlook and Direction**



Group Structure & Business

Thai Rung Union Car Plc.
"TRU"
-R&D, Auto Assembly
-Pressed Metal Parts, Plastic Parts, Car Seat

Subsidiary Companies

Thai Rung Tools and Dies Co. Ltd.
"TRT"
- Tooling (Dies/Jigs/CF)

94%

Thai Auto Pressparts Co. Ltd.
"TAP"
- Pressed Metal Parts

91%

Thai V.P. Auto Service Co. Ltd.
"TVS"
- After-sales Services & Spare Parts

94%

99.53%

Thai Ultimate Car Co. Ltd.
"TUC"
- Automotive, consulting & admin. services

Associated Companies

Thai Auto Conversion Co. Ltd.
"TAC" (JV. with Toyota group)
- Special Purpose Vehicles

20%

Delta Thairung Co. Ltd.
"DTC" (JV. with Delta Kogyo, Japan)
- Seats & Seat Components

30%

Kyowa Thairung Co. Ltd.
"KTR" (JV. with Kyowa Sangyo, Japan)
- Parts & Cabin of Industrial Machinery and etc.

49%

Trex Thairung Co. Ltd.
"TTR" (JV. with Trex group, Japan)
- Truck body, dump truck, mixer truck and etc.

40%

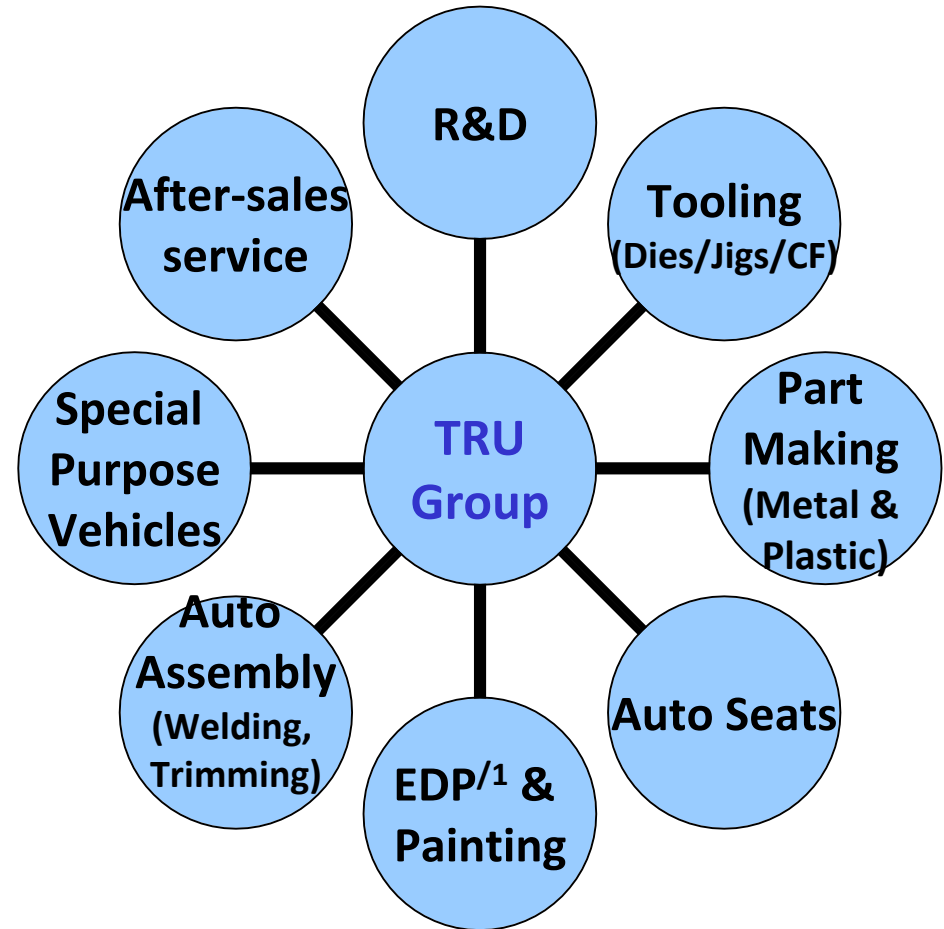
- Research & Development (R&D)
- Tooling (Dies/Jigs/CF¹)
- Pressed metal parts & plastic parts
- Auto Seats
- EDP² & Painting
- Auto Assembly
- Special Purpose Vehicles
- After-sales service & Spare parts



Note : 1. CF = Checking Fixture

2. EDP = Electro Deposit Primer

- Comprehensive and integrated scope of work: from R&D, tooling, parts stamping, auto seats, EDP/¹ & painting, through to production of various kinds of vehicles and after-sale service.



- Own EDP¹ & paint shop with top quality to meet latest global standards for export
- Flexible production line can quickly adapt to customers' needs
- Leading producer of “flat deck” cargo boxes for pick-ups
- Specialist producer of pick-up based special purpose vehicles



MUV4² & Transformer



Note : 1. EDP = Electro Deposit Primer

2. MUV4 = Military Utility Vehicle 4WD

Business Units



THAIRUNG

Total Revenues
as of Q3/2015

57%

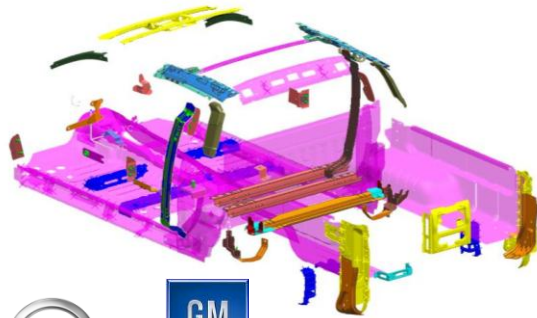
22%

13%

Tooling & OEM Parts

**Contract Assembly
& Painting**

**Special Purpose Vehicles
& Service centre**



ISUZU



TOYOTA



MAZDA



VOLVO TRUCKS

EMERSON



Kawasaki TRIUMPH



ISUZU

KOMATSU

KOBELCO



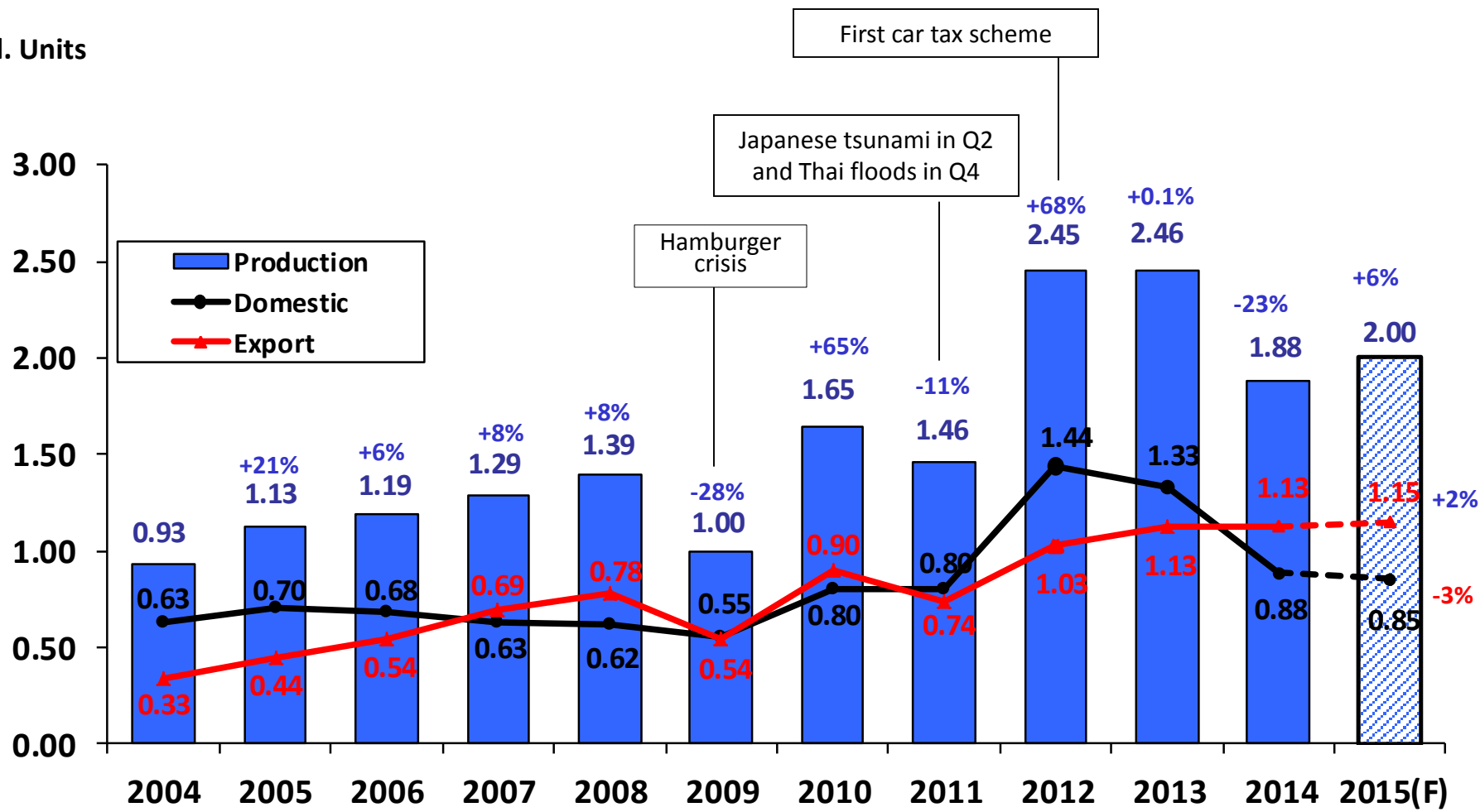
CATERPILLAR®



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Thai Auto Industry 2004-2015F

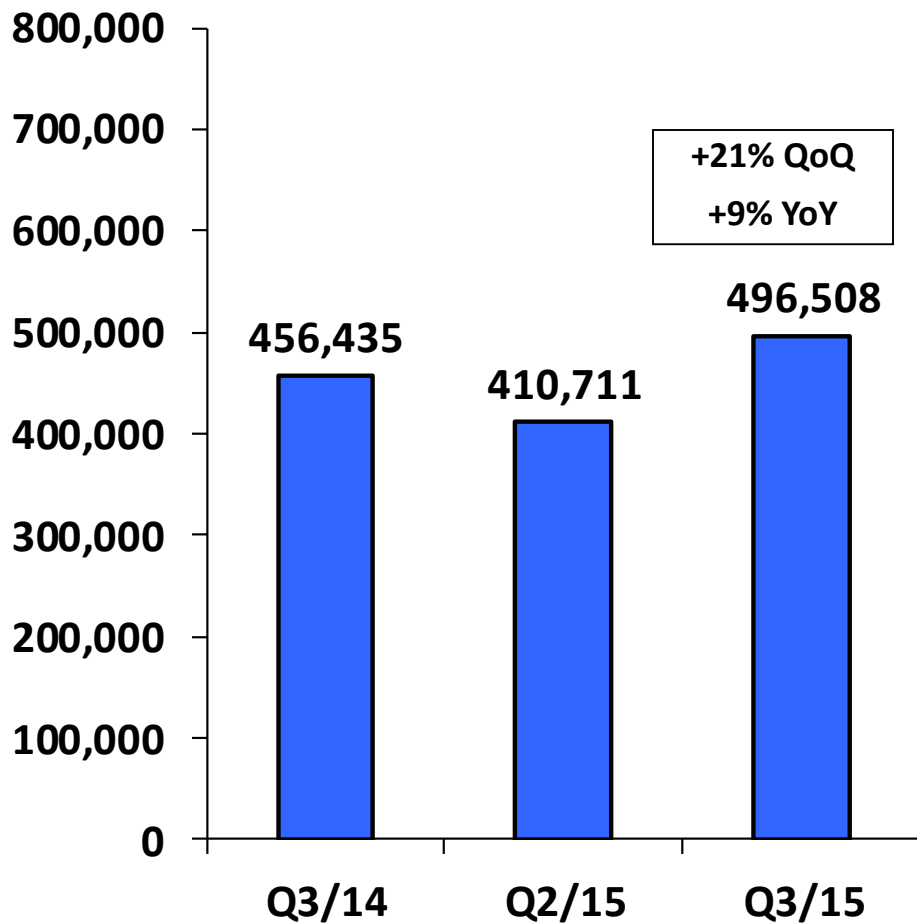
Mil. Units



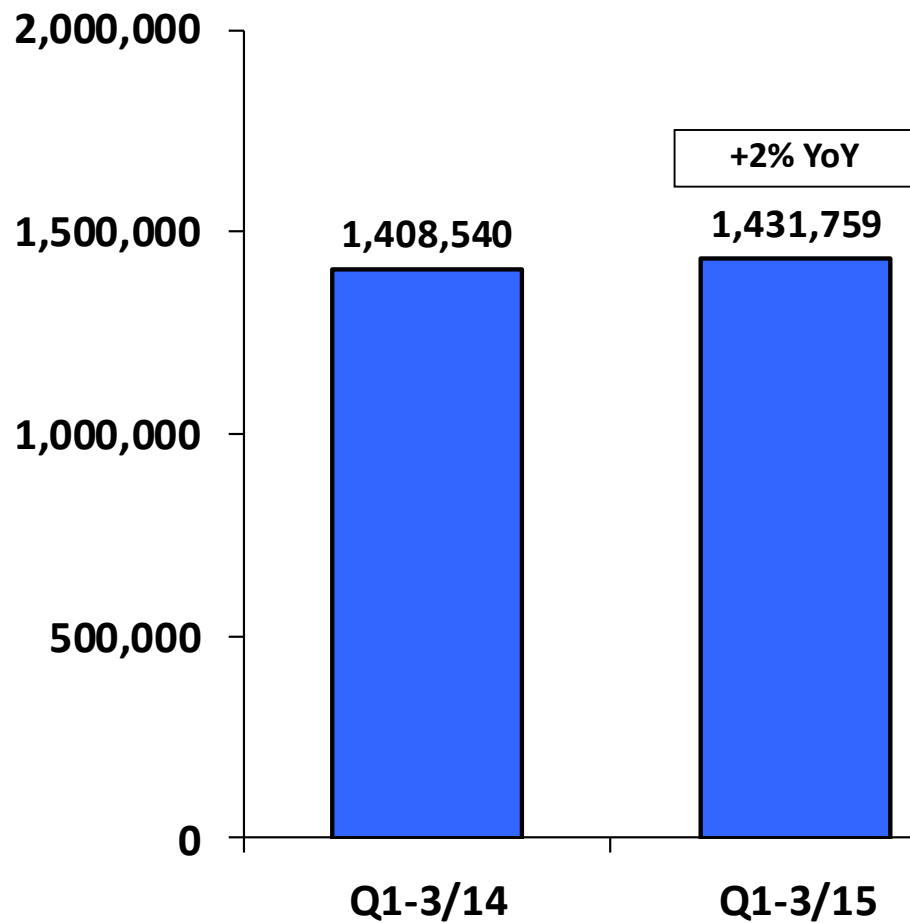
Source : - Year 2004-2015(F) The Federation of Thai Industries.

25 May 2015, FTI revised forecast Y.2015 from 2.15 mil. to 2 mil. units.

Units



Units



Domestic Sales in Thailand Q3/2015

Units

300,000

200,000

100,000

0

207,499

12,216

98,121

97,162

Q3/14

171,322

11,688

80,777

78,857

Q2/15

+8% QoQ

-11% YoY

QoQ

184,723

YoY

-12%

-2%

+21%

10,340

79,283

95,100

Q3/15

-15%

-19%

-2%

Units

800,000

600,000

400,000

200,000

0

648,410

35,084

303,741

309,585

Q1-3/14

Commercial vehicle

Passenger cars

Pick-ups+PPV

-15% YoY

553,832

33,843

253,038

266,951

Q1-3/15

-4%

-17%

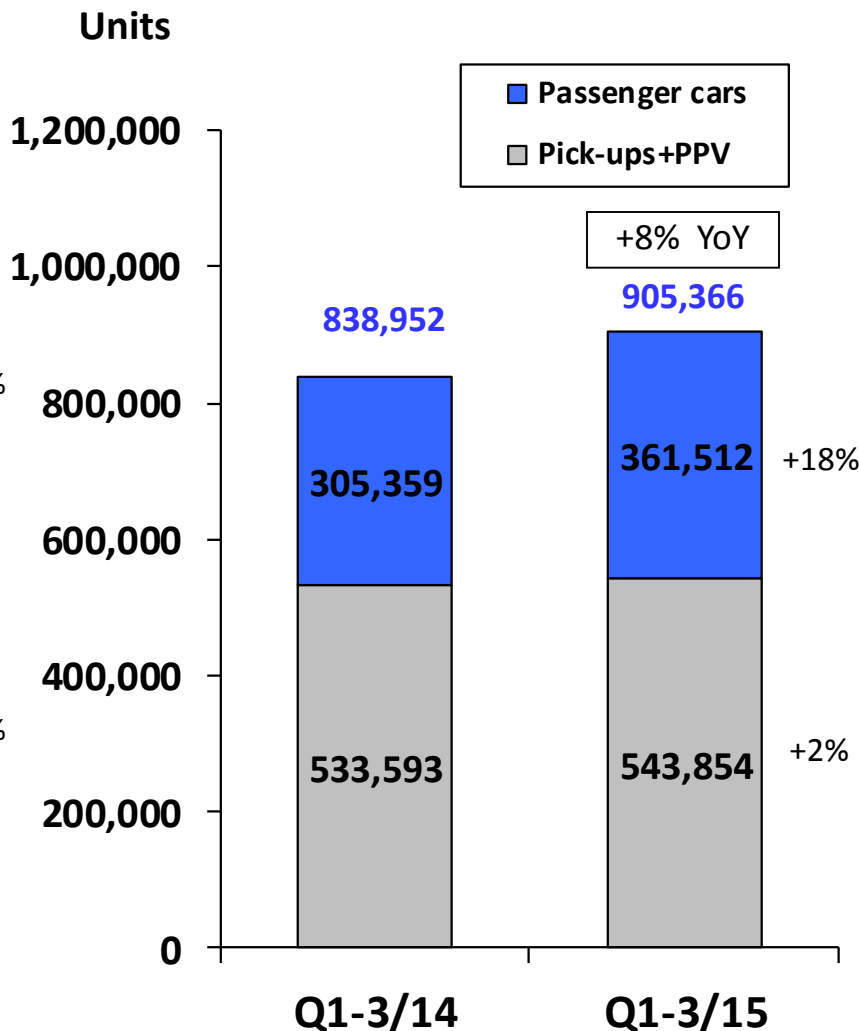
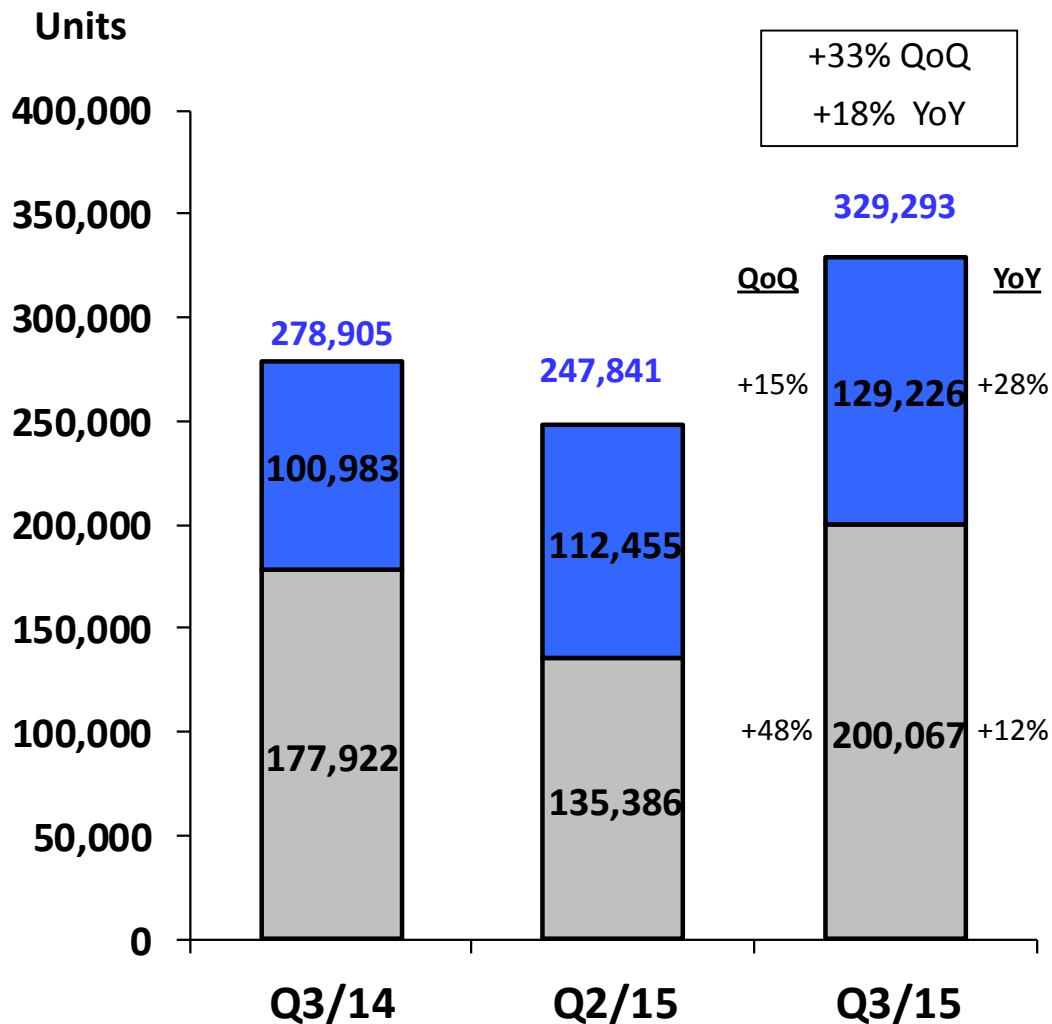
-14%

Source : - The Federation of Thai Industries

Note : - PPV = Pickup truck-based Passenger Vehicles

- Commercial vehicles = trucks, vans, buses

CBU Exports Q3/2015



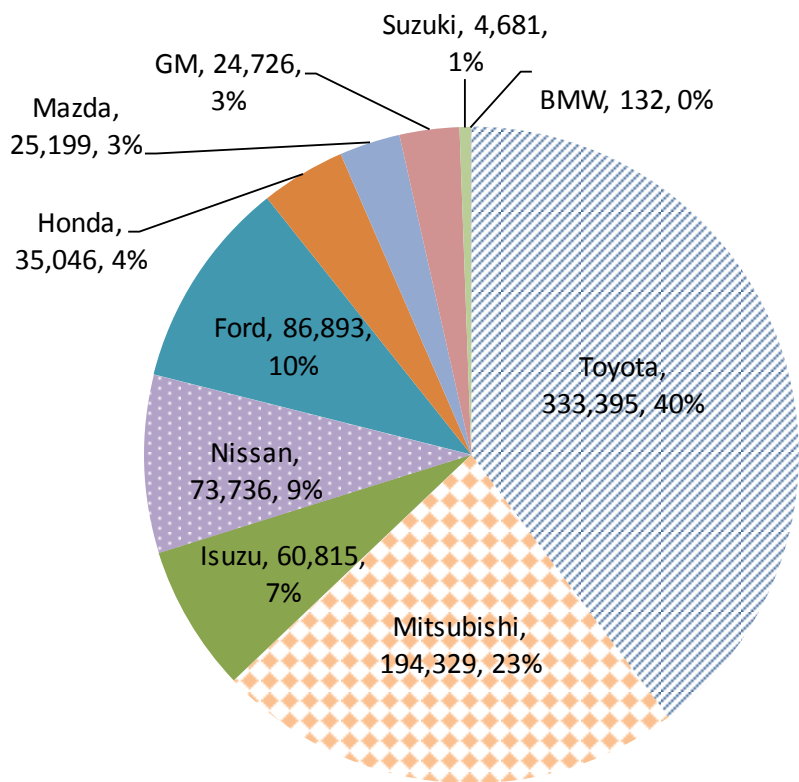
Source : - The Federation of Thai Industries

Note : - CBU = Complete y Built Up

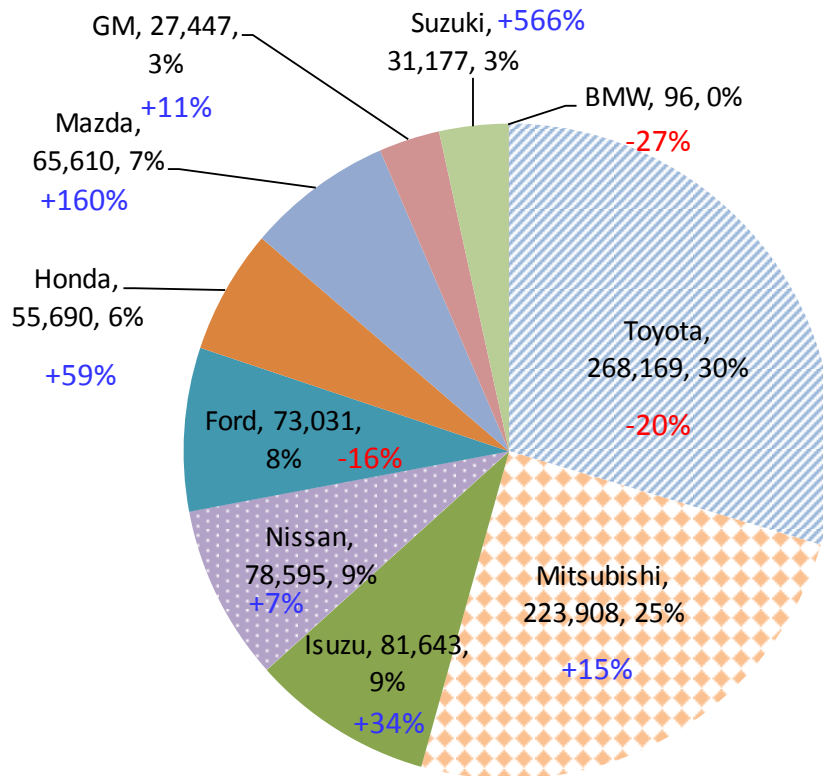
- PPV = Pickup truck-based Passenger Vehicles

CBU Exports by Brand Q1-3/2015

Q1-3/2015 = 905,366 units (+8%)
 Q1-3/2014 = 838,952 units



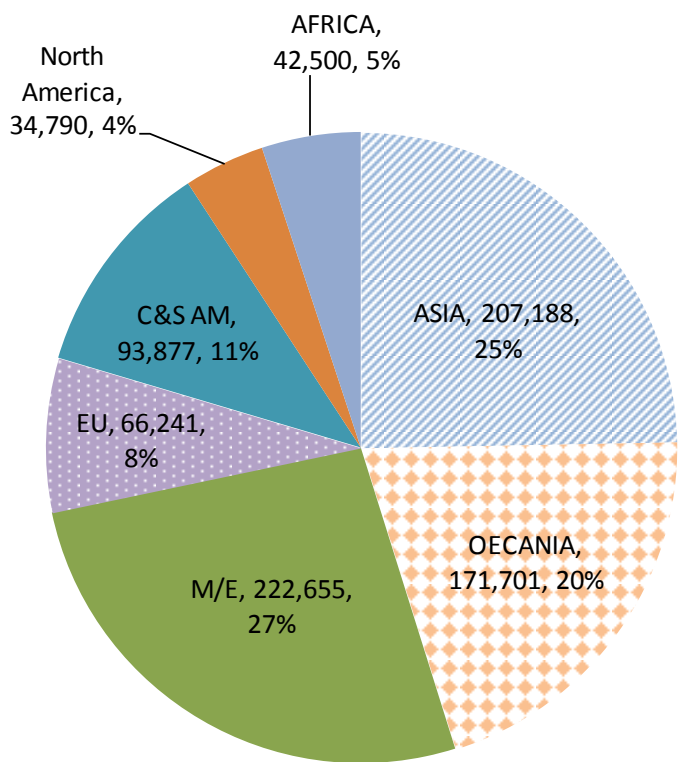
Q1-3/2014



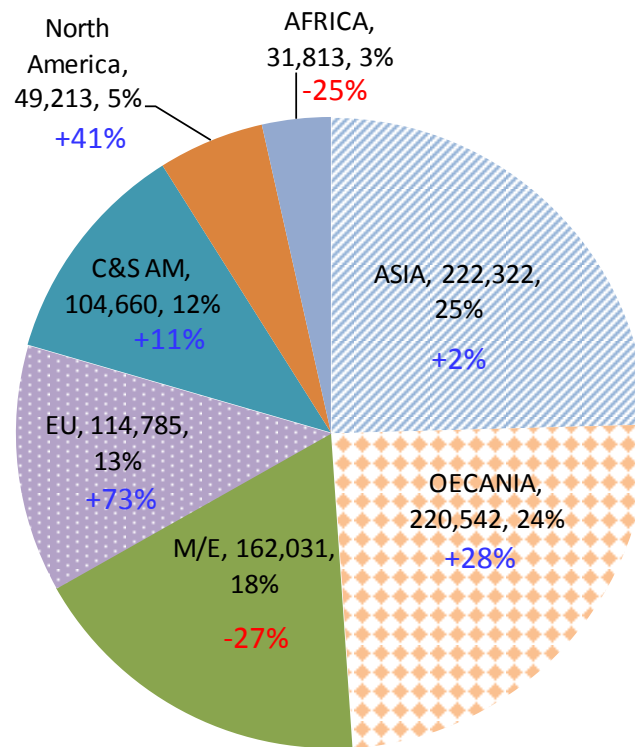
Q1-3/2015

CBU Exports by Region Q1-3/2015

Q1-3/2015 = 905,366 units (+8%)
 Q1-3/2014 = 838,952 units



Q1-3/2014



Q1-3/2015

Note : C&S AM = Central & South America
 OCEANIA = Australia, New Zealand and Other
 M/E = Middle East

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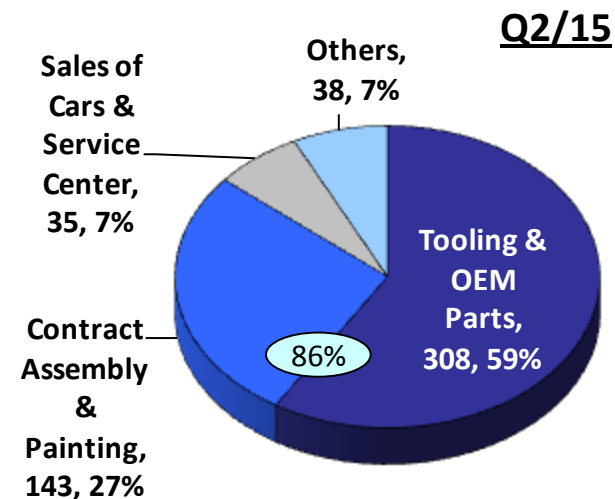
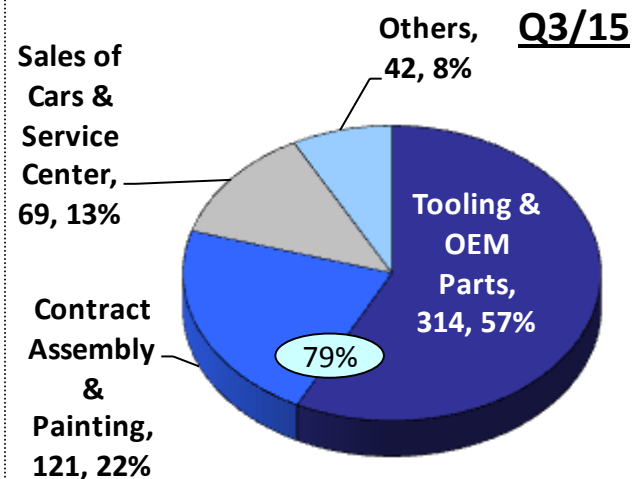
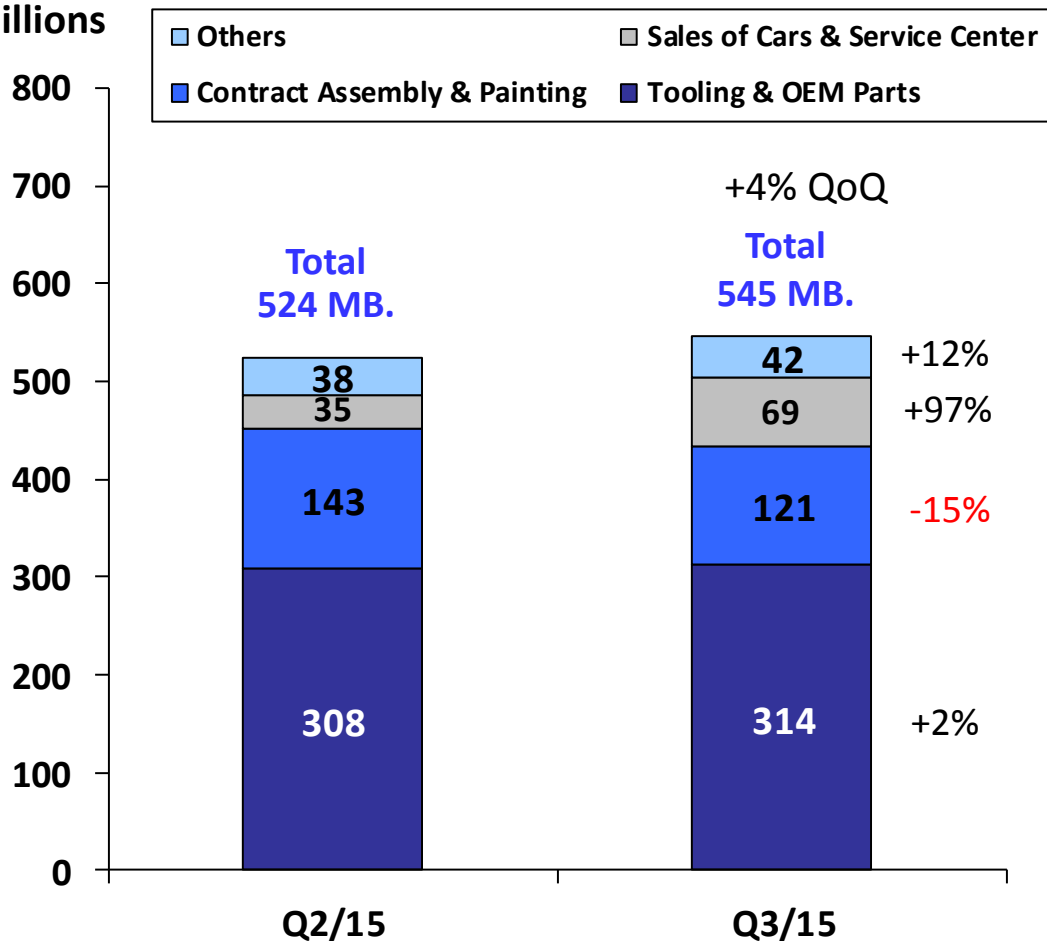


Revenue Breakdown Q3/2015

Q3/2015 Total revenues Bt.545 million, +4% QoQ.

- Sales of BU Cars increased by 97%.
- Revenues from Tooling & OEM Parts increased by 2% QoQ, mainly from GM parts.
- Revenues from Contract Assembly & painting decreased by 15% QoQ, from Isuzu flat deck.

Bt. millions



Note: 1. Tooling (Dies/Jigs/CF) & OEM Parts include GM, Nissan, Isuzu, Komatsu, Yanmar, Kawasaki, Triumph, Volvo truck etc..

2. Contract Assembly & Painting includes Flat deck, Komatsu, Kobelco, Yanmar, Vacuum, etc..

3. Other income includes interest, scrap sale, share of profit from investments in associated companies, etc.

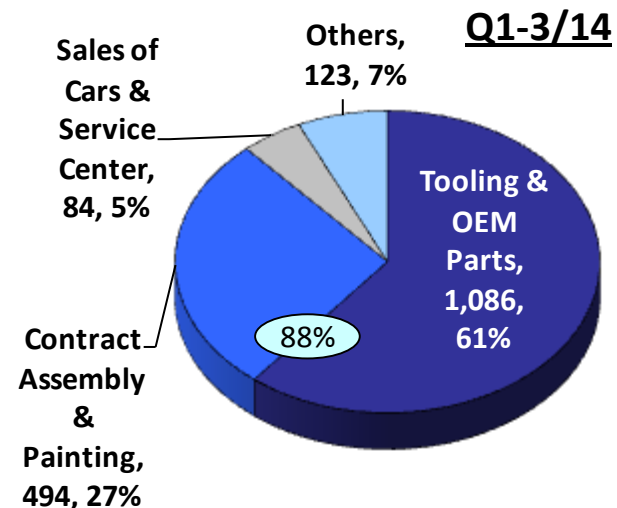
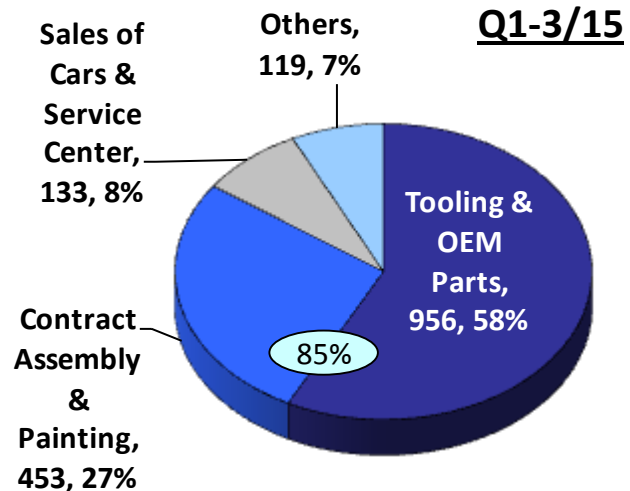
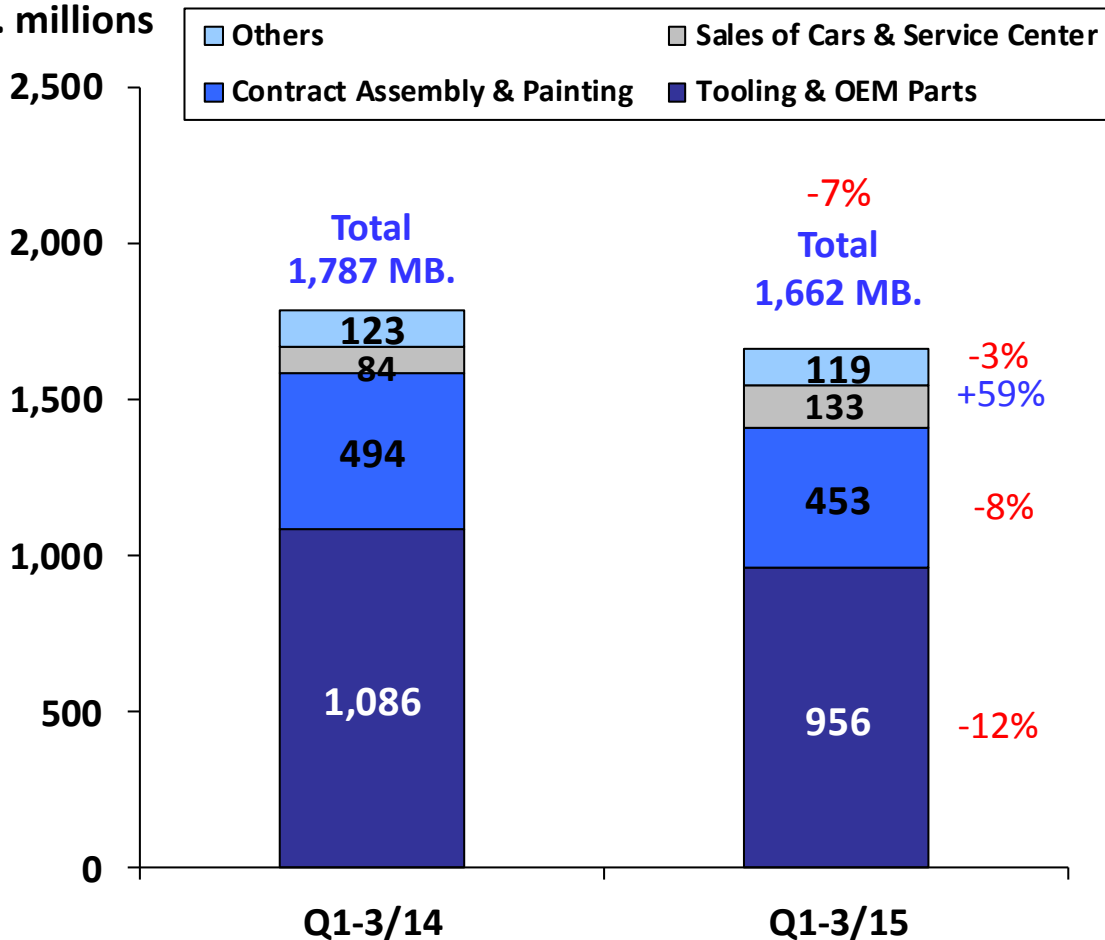


Revenue Breakdown Q1-3/2015

Q1-3/2015 Total revenues Bt.1,662 million, -7% YoY.

- Revenues from Tooling & OEM Parts decreased by 12% YoY, mainly from Nissan & GM parts were drop.
- Revenues from Contract Assembly & painting decreased by 8% YoY, mainly from industrial machinery market were drop.
- Sales of BU Cars increased by 59%.

Bt. millions



Note: 1. Tooling (Dies/Jigs/CF) & OEM Parts include GM, Nissan, Isuzu, Komatsu, Yanmar, Kawasaki, Triumph, Volvo truck etc..

2. Contract Assembly & Painting includes Flat deck, Komatsu, Kobelco, Yanmar, Vacuum, etc..

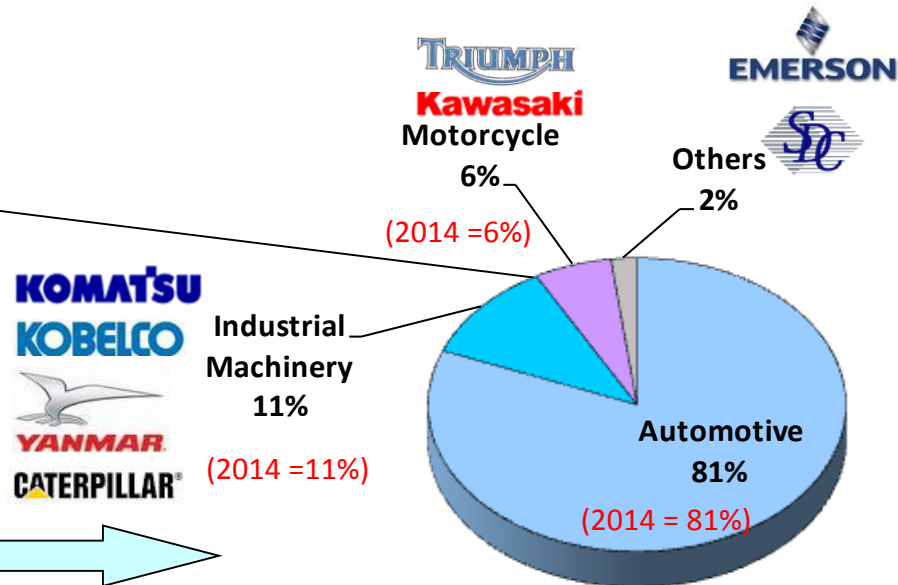
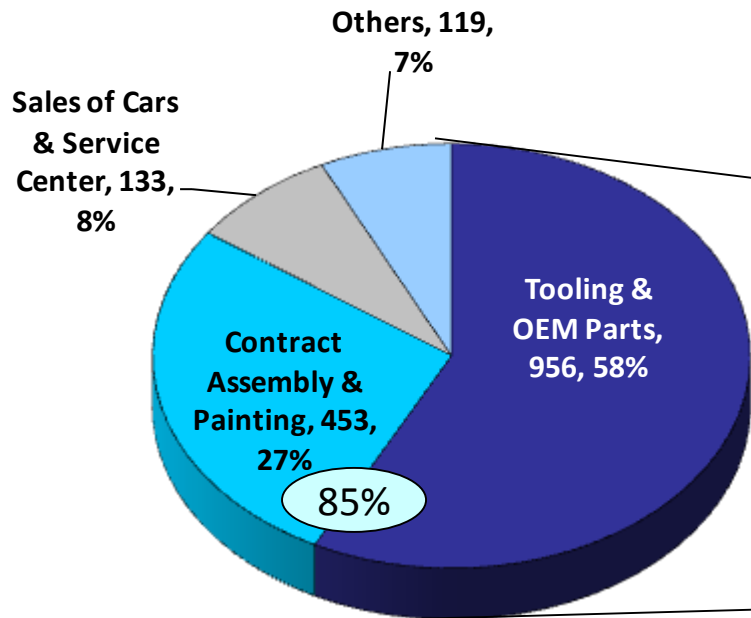
3. Other income includes interest, scrap sale, share of profit from investments in associated companies, etc.



Revenues Portfolio Q1-3/2015

Q1-3/2015 Total revenues Bt.1,662 million, decreased by 7% YoY from BU Tooling & OEM Parts, and Contract Assembly & Painting.

Breakdown of Tooling & OEM parts and Contract Assembly & Painting by customer sector.

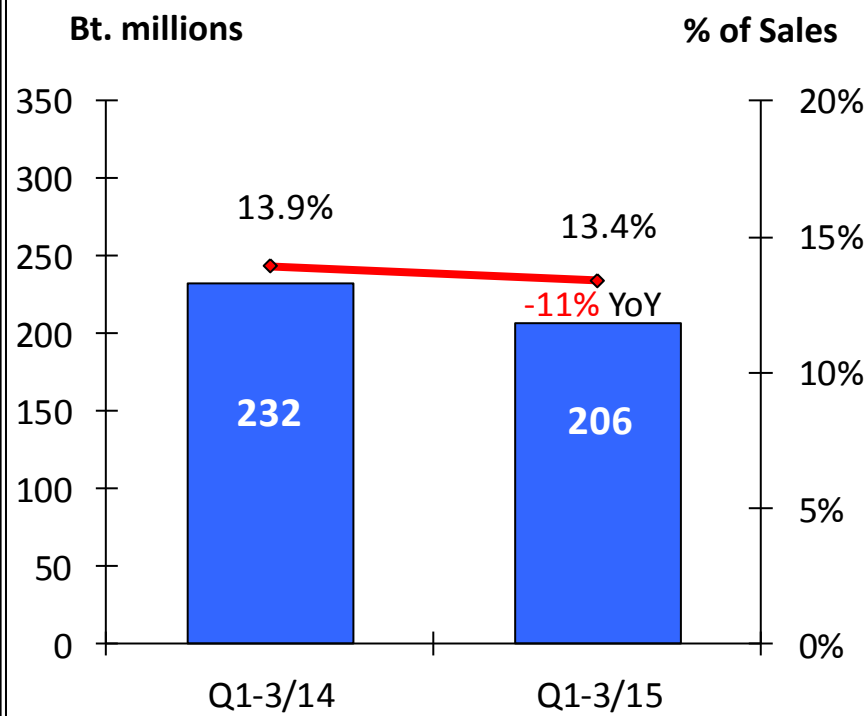
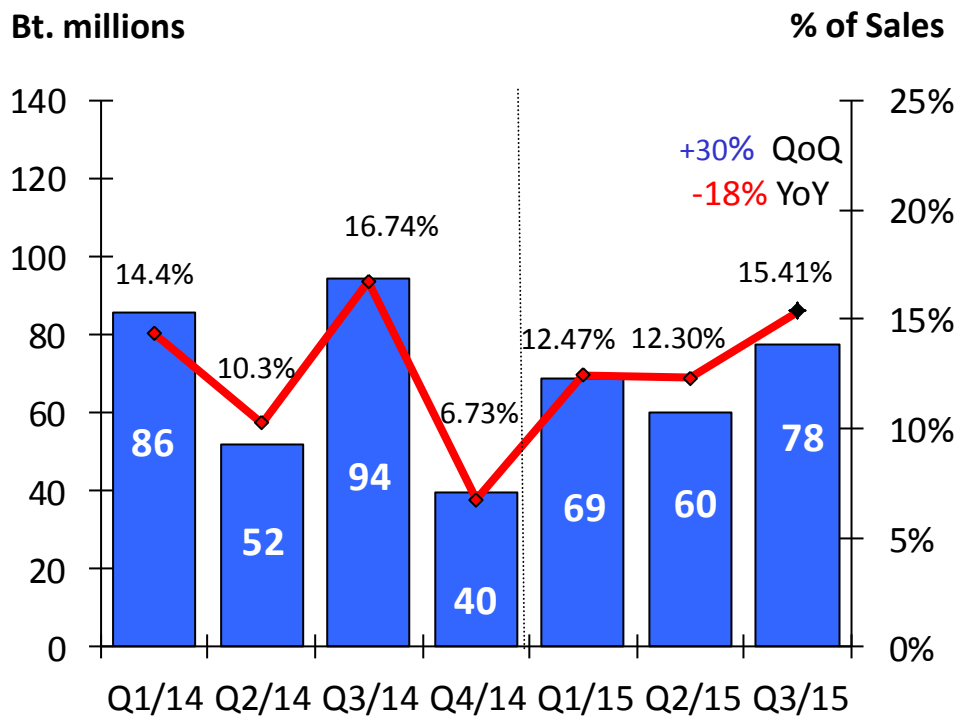




Gross Profit

Q3/15 gross profit increased from product mix changes.

3Q/15 gross profit -11% YoY due to revenues was drop in the same level.



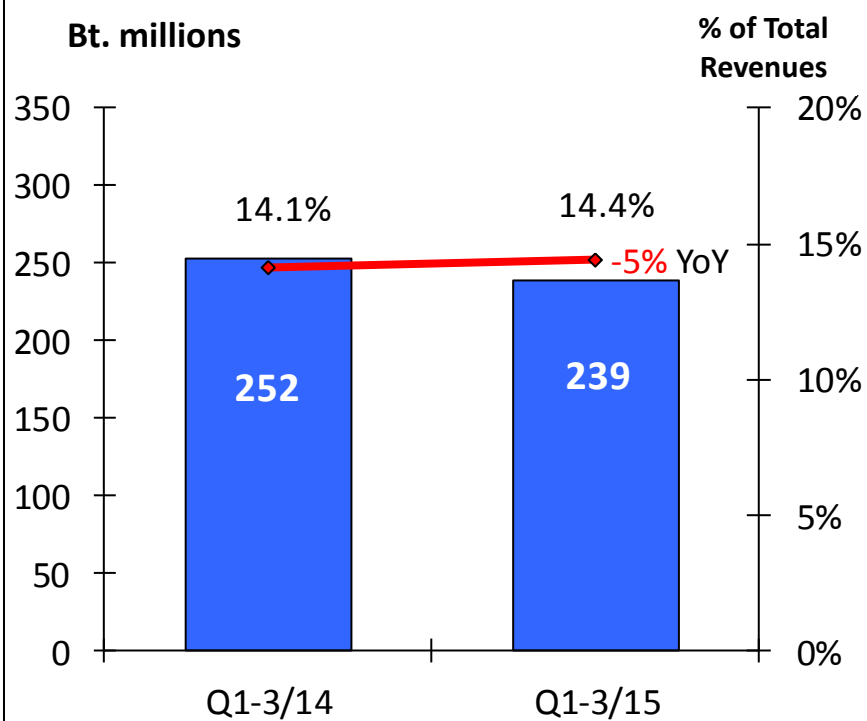
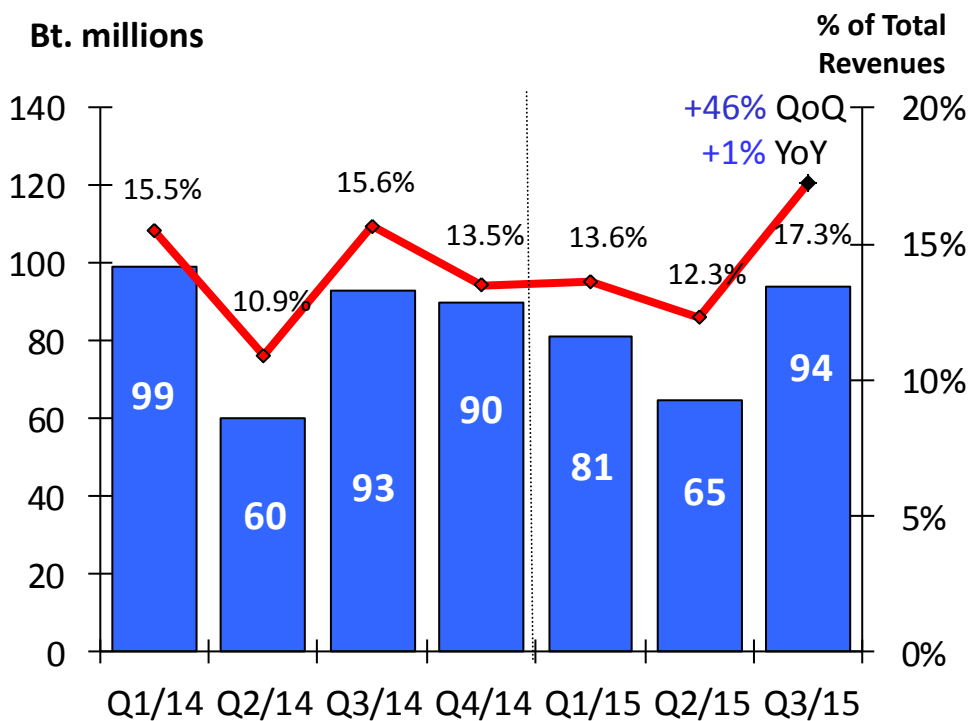
% Gross Profit = Gross profit / Sales and Service Income



EBITDA

Q3/15 EBITDA increased from EBIT while depreciation is on a similar level in each quarters.

3Q/15 EBITDA is on a similar level with last year.

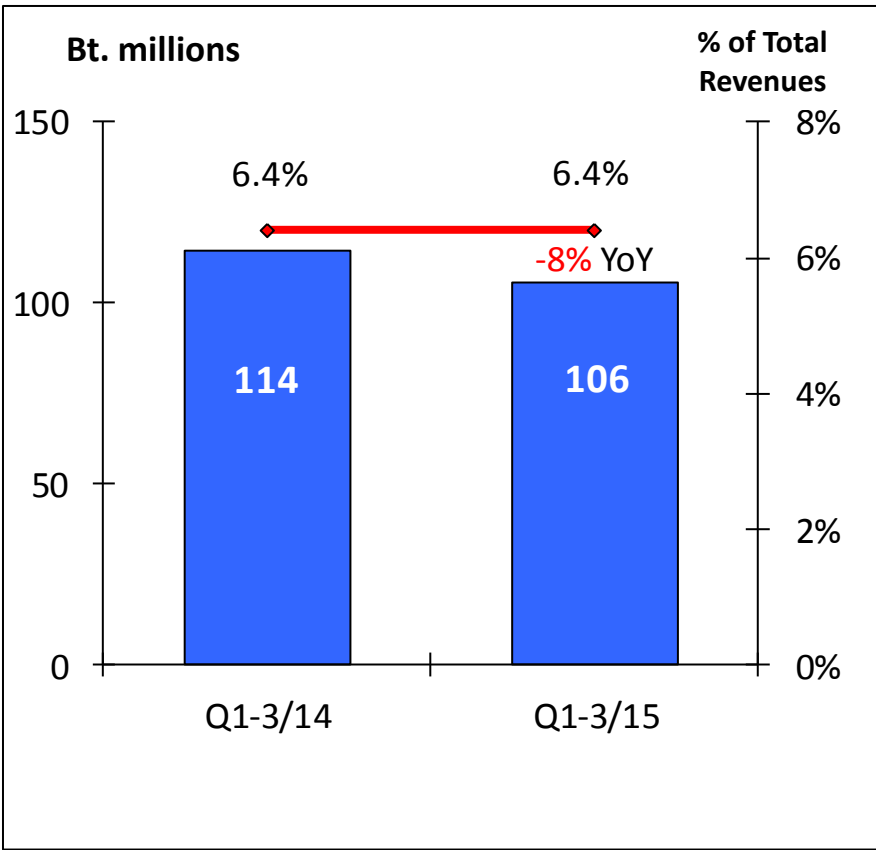
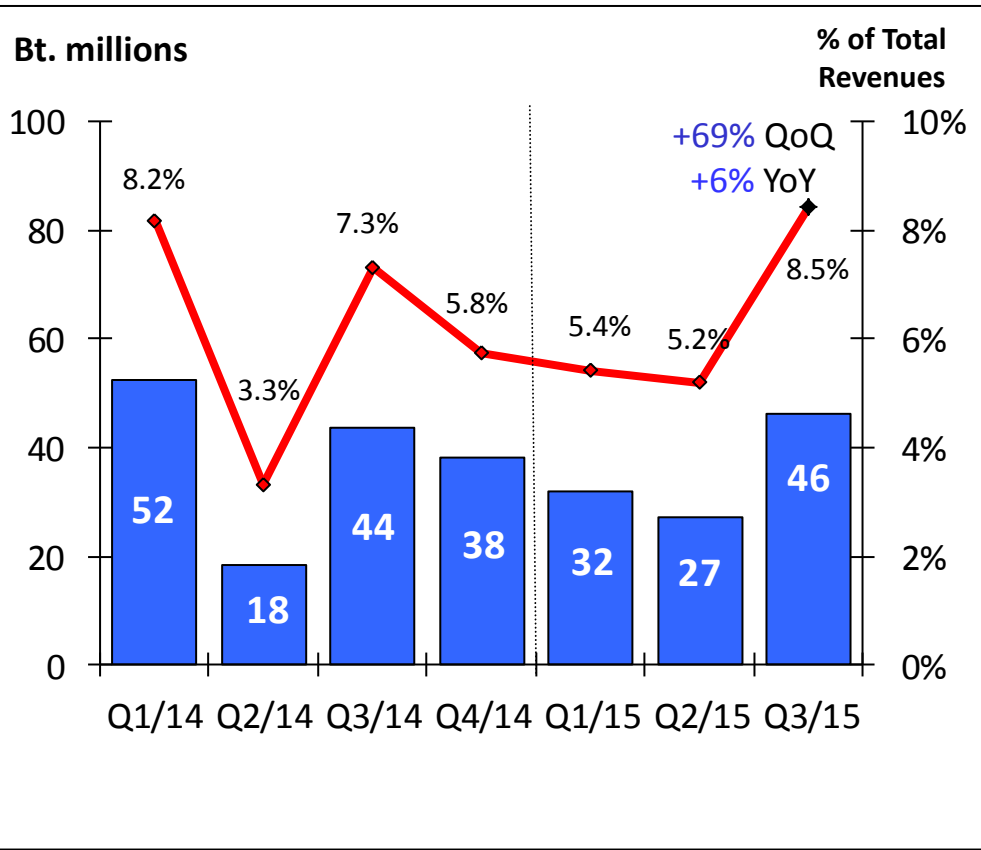


EBITDA = Earning Before Interest, Tax, Depreciation & Amortization.
 % EBITDA = EBITDA / Total Revenues

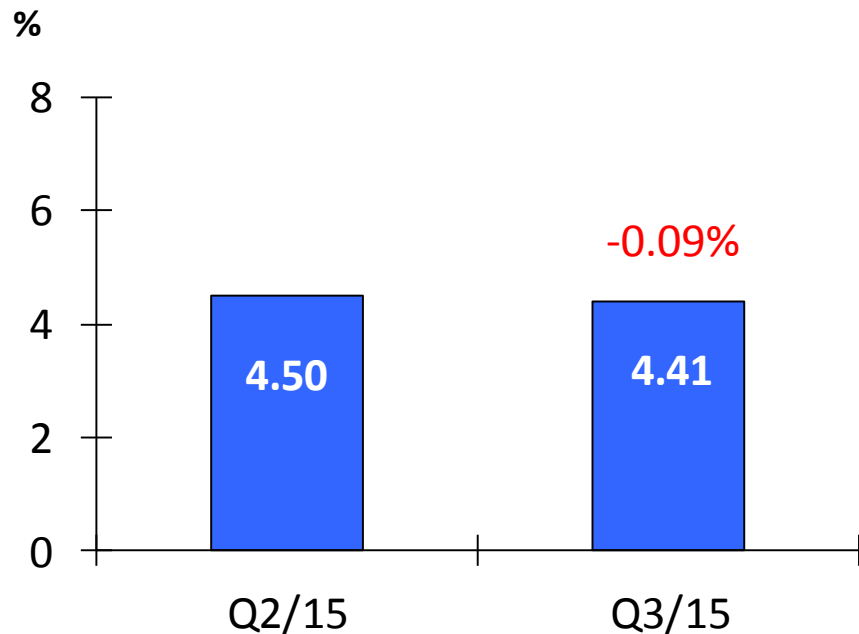
Net Profit

Q3/15 net profit increased from product mix changes.

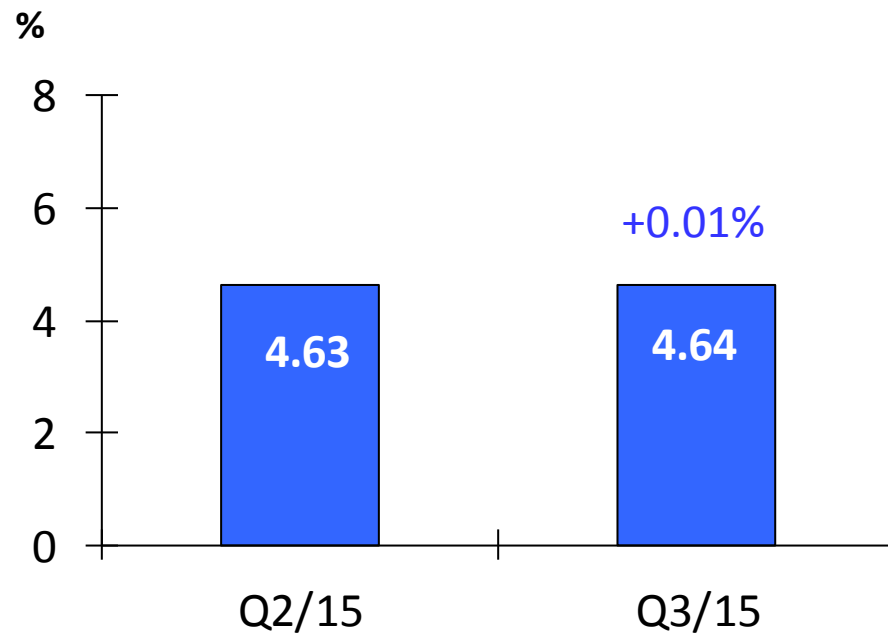
3Q/15 net profit -8% YoY due to total revenues was drop in the same level.



Profitability Ratio



Return on Assets
(ROA)



Return on Equity
(ROE)

% ROA = EBIT / Average total assets

% ROE = Net profit attributable to equity holders of the company / Average major shareholders' equity.

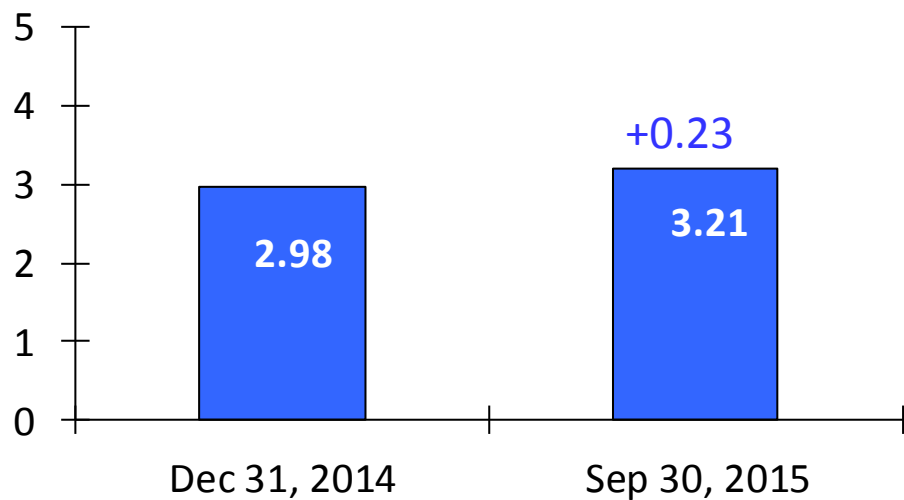


Financial Ratios

As of Sep 30, 2015 Current assets decreased by 79.3 MB or 7% mainly from Account receivable and Cash, while Current liability decreased by 49.9 MB or 14% mainly from Account payable.

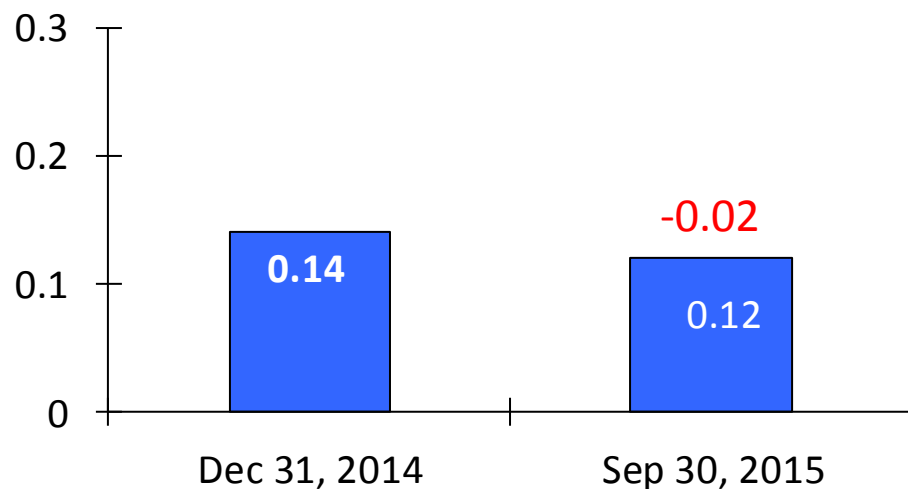
As of Sep 30, 2015 Total debt decreased by 50 MB or 12% mainly from Account payable, while Major shareholder's equity slightly increased by 11 MB or 0.4%.

Times



Current Ratio

Times



Debt to Equity (D/E)

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Outlook and Direction - Tooling & OEM Parts

Tooling

- Boost level of die and jig design and production for turn-key projects through alliance with foreign partner so as to be able to enter more overseas tenders.
- Build up a network of business alliances in Thailand to cater to the volume of new projects coming on stream, increase production capacity and be able to take on turn-key projects overseas.
- Completed installation new machinery to increase capacity and boost level of technology, which will attract increased parts production work for the Company.
- Seeking for the new customers such as Volvo truck, UD truck, Mahindra (India).

OEM Parts

- Expand both metal and plastic parts making business to cater to increasing volumes of orders from automotive and other customers moving their production bases to Thailand.
- Focus on high added value parts such as those requiring large (2,000 tons) press machines and/or sub-assembly.
- The new parts factory in Rayong province already installed new press machines and automation system to increase the productivity.

- Top-level expert contract assembler for both semi and complete components, fully integrated painting and contract assembly of complete vehicles for various brands for export.
- Upgrade painting facility and equipment to increase production capacity, and developing vehicle assembly system to meet latest global standards to support customer demand
- Leading designer and fully integrated producer of pick-up “flat deck” cargo box for all brands of pick-up, for export worldwide.
- Expand business in industrial machinery as one stops service from part component, to complete cabin assembly. As we successful to established a new company “KYOWA THAIRUNG Co., Ltd.” (KTR), JV with Kyowa Sangyo Co., Ltd. (Japan) on April 2014.
 - Production at TRU
 - Got order from Komatsu and will expand customer base both domestic and export.



- May 2014, established a new company “Trex THAIRUNG Co., Ltd.” (TTR), JV with Kyokuto, Trex and Mitsiam, in order to expand product range especially in commercial vehicle trucks such as truck body, dump truck and dump full trailer, concrete mixer truck, refrigerator truck, bulk trailer and etc.
 - Locate at Amata City IE, Rayong, total area 53 Rais.
 - 4 September 2014 got approval from BOI.
 - January 2015 increase the company register capital from 300 MB. to 550 MB.
 - 21 October 2015, grand opening ceremony TTR factory.





Outlook and Direction – Special Purpose Vehicles

- To develop special purpose vehicles based on pick-up trucks. Focus on niche market segment where automakers do not produce e.g. military vehicles for sale in the domestic market and with the aim of exporting to ASEAN and developing countries
- To expand the market for the TR transformer and have appointed ten new dealers throughout Thailand in the North, Northeast and in the South. And expand own showrooms at Phetkasem, Vibhavadi ang Bangna.
- Launching the new product “Transformer Max” 7-11 seats vehicles, in Bangkok International Motor Show in April 2015.
- Use our experience in R&D, body design and engineering to take on design work for various types of vehicles, building prototypes, making dies and jigs for auto makers and other business partners.
- Seek business alliances to develop various kinds of vehicles jointly, for export in both CBU and SKD form, particularly to ASEAN in view of advantageous AFTA duty regime.

Questions & Answers